## TECHNICAL QUALIFICATIONS ATTACHMENT

Robert G. Ferlmann

Executive Vice President BlueStar Energy Services, Inc.

As a direct result of FERC Order 888 and 889, Robert G. Ferlmann was charged with establishing an electric wholesale trading operation separate from electric transmission services for Central Illinois Light Company (CILCO). In September of 1996, Mr. Ferlmann assumed responsibilities of electric wholesale trading operations at Central Illinois Light Company. Mr. Ferlmann trained and monitored installation, compliance, and operations specific to transmission nominations and energy scheduling and therefore has over seven years of related experience. While at CILCO, Mr. Ferlmann incorporated the OATI "tagging" system into the operations of the electric trading team. In June of 2001, Mr. Ferlmann opened up the first 7X24 electric trading desk in CILCO's history. Since 1996, the CILCO electric trading desk, under the direction of Mr. Ferlmann, coordinated hourly with CILCO's generation assets to manage load, transmission availability, interchange power, and generation availability. Mr. Ferlmann has a Certificate of Completion specific to NERC operations training and policies. Mr. Ferlmann has participating in numerous capacity reserve margin audits conducted by He was responsible for CILCO's MISO membership specific to market MAIN. integration and load serving entities, as well. During the period 10/99 through 12/03, Mr. Ferlmann was responsible for the supply, transmission, and related ancillary services necessary to serve new retail load in other Illinois utility service territories. CILCO's primary unregulated electric retail market was ComEd. In summary and specific to Section 451.230 (Subpart C), Mr. Ferlmann has greater than two years experience with: electric wholesale and retail sales, electrical system operational experience, NERC OASIS and tagging functions, and in working with the rules established by NERC, MAIN, and the MISO.

Mr. Ferlmann is currently Executive Vice President of BlueStar Energy Services, Inc. (BSE). BSE is a registered power marketer with the FERC, a licensed supplier in Illinois, Maryland and the District of Columbia, and a member of PJM and MISO. Mr. Ferlmann oversees retail requirements such as capacity, electric supply, transmission and distribution issues, and ancillary services. Specific to Section 451.330, Mr. Ferlmann has greater than four years experience with: electric wholesale and retail sales; electrical system operational experience; management of electric trading; capacity and reserve coordination; and transmission nomination and position management, including necessary tagging functions. Mr. Ferlmann has also been directly responsible for both CILCO's and BSE's training, membership, and operations within the working rules of both MISO and PJM.

## Robert G. Ferlmann

BlueStar Energy Services, Inc.

## **Education:**

Bachelor of Science- Bradley University, Peoria, IL (1984)
Major in Accounting

Certified Public Accountant- Illinois (1987)

Master of Business Administration- Bradley University, Peoria, IL (1991)

## **Business Experience:**

Executive Vice President
January 2004 - Current
BlueStar Energy Services, Inc.

Responsible for all aspects of energy procurement and supplier relations. Oversees regulatory compliance.

<u>Vice President – Electric Trading and Unregulated Electric Retail</u> February 1, 2003 – December 31, 2003 AmerenCILCO

Responsible for the 7 X 24 electric wholesale trading business. This business line optimizes generation assets, covers native load short positions, and manages the supply and delivery obligations to new unregulated retail load in the Commonwealth Edison service territory. Utilize experience in physical and financial supply transactions under the jurisdiction of the FERC.

Manage and oversee the unregulated electric retail business in Illinois. This includes financial performance, tariff analysis, marketing, pricing, sales, transmission, supply, risk management, billing, and imbalance exposure.

<u>Director of Energy Trading (Manager Business to Business)</u>
Central Illinois Light Company
July 1997 – January 2003

Responsible for all aspects of energy wholesale transactions. This includes natural gas acquisition and delivery, electric bulk power marketing, price "risk" management, and the related gross margin reporting

I have been involved in the electric retail "unbundling" requirements as a direct result of Illinois House Bill #362, which includes Illinois Commerce Commission tariff filings and operation issues. I have testified at the Illinois Commerce Commission regarding natural gas and electric procurement and risk management issues and at the Federal Energy Regulatory Commission regarding electric power and energy contract and tariff issues.

Senior Energy Supply Administrator April, 1993- July 1997 Central Illinois Light Company, Peoria, IL

Responsible for all aspects of the four primary interstate pipelines connected to the CILCO system, including: contract level analysis and determination, contract negotiation, and FERC regulatory filings. Performed all aspects of the Company's natural gas risk management program, including: NYMEX futures and options positions, over-the-counter "basis" Swaps, and the related financial reporting.

Financial Analyst
October, 1990- March, 1993
CILCORP,Inc., Peoria, IL

Primary responsibilities revolved around the analysis and recommendation of potential corporate mergers and\or acquisitions. Prepared analysis and recommendations for corporate dividend policy. Prepared miscellaneous reports required for upper management to make operating decisions.

<u>Business Finance Instructor</u> August, 1992- December, 1993 Bradley University, Peoria, IL

Taught Junior/Senior level business finance.

Accounting Analyst and Senior Accounting Analyst November, 1987- October, 1990 CILCORP, Inc., Peoria, IL

In addition to the necessary financial reporting requirements (Annual Report, 10Q, 10K, etc) I was subcontracted to a local biotechnology consortium to perform accounting, treasury, and payroll functions.

Staff Auditor and Audit Senior
December, 1984- November, 1987
Clifton, Gunderson, & Company, Peoria, IL